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GM, Ford try 1.9% in cleanup

By Michelle Krebs
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — General Motors' "Big One is Back," but it might not be big enough.

GM announced Wednesday what it called its "sweeping close-out" of 1987 cars. It offers interest rates as low as 1.9 percent and cash rebates of up to $2,000. The program covers most GM car lines and runs from Aug. 6 to Sept. 30, the last day of the 1987 model year.

But in some cases, the new rebates are less than those that just expired. The launch of the new GM incentives was confused by GM's announcement of the campaign days before the new incentives actually took effect.

On Friday, Ford Motor Co. followed with new incentives of its own. Financing as low as 1.9 percent or rebates of up to $700 are offered on most Ford cars.

Louis E. Lataif, vice president of Ford North American Sales Operations, said strong demand for Ford and Mercury cars and resulting low inventory levels made incentives unnecessary. However, Ford was offering the program, he said, to keep its dealers competitive and to maintain the company's momentum.

Chrysler marketing staff members were said to be in meetings on

see INCENTIVES, Page 59

Glenn Triest photos

Lee waves, Joe drives; AMC-Chrysler deal done

American Motors stockholders overwhelmingly approved the takeover of AMC by Chrysler Corp. last week. Officials wasted no time in sealing the deal. The new Jeep-Eagle dealer sign, above right, was unveiled even as AMC President Joseph Cappy drove Chrysler Chairman Lee Iacocca to a formal announcement about the takeover, above left, in a vintage World War II Jeep. The AMC stockholder approval came after Cappy, left, fielded some tough questions from shareholders who questioned the $4.50-per-share sale price.

See stories, Page 57.

Honda nears OK for Acura plant in U.S.

By Jesse Snyder
AUTOMOTIVE NEWS STAFF REPORTER

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TOKYO — Honda North America is within weeks of receiving rubber-stamp approval to build a second U.S. assembly plant in Ohio, increasing capacity to 700,000 cars a year by the early 1990s.

The new plant, which would cost about $500 million, would be dedicated to production of the hot-selling Acura, Honda's upscale brand, sources said.

Honda North America President Tetsuo Chino, acknowledging that a decision was imminent, said that the added U.S. production also would make Honda a major U.S. exporter. And Chino laid down the gauntlet to frequent Japanese critic Lee Iacocca in an interview here, saying, "Within four years, I'll beat Chrysler on both local content and exports."

Honda has forecast U.S. sales of more than 1 million cars annually by the early 1990s, but officials say brisk sales and optimistic forecasts for the late 1980s are forcing Honda to make a decision on additional North American production sooner than expected. The decision will come "within three months," Chino said.

He outlined Honda's three options:

- Honda could expand its Marysville, Ohio, assembly plant, where current capacity is 360,000.
- Honda could expand its Alliston, Ontario, facility, where capacity is 80,000.
- Honda could build a new facility near its Anna, Ohio, engine plant, about 50 miles from Marysville.

The Ontario option was considered unlikely, sources said, because of Honda's philosophical commitment to build cars in the country where it sells them. Current Canadian capacity about meets Honda's demand there.

Asked if Honda is leaning toward a new U.S. plant roughly the size of the Marysville facility and devoted to building Acura models, Chino would only say, "That is a very educated guess."

But informed sources said both Chino and his top manufacturing executive, Honda Manufacturing President Shoichiro Irimajiri, favor adding a separate assembly facility at the Marysville site, that the plan should be finally approved this fall, and that construction of the new plant would begin early next year. Production would begin two years later — in early 1990.

Honda wants to keep U.S. production of Acura and

see HONDA, page 59

Chrysler may import Brazilian Fiat mini

By Mary Connelly
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — Chrysler Motors and Fiat's Brazilian subsidiary are discussing a venture that would bring a version of the Brazilian-built Fiat Uno minicar to the United States.

The negotiations have not been finalized and Chrysler is considering other manufacturers for a joint venture.

However, Fiat appears to be the front-runner for the manufacturing and export joint venture.

If Chrysler and Fiat reach an accord, it will mark Fiat's return to the United States market after an absence of more than four years and Chrysler's entry into the mini-car business.

Fiat pulled out of the United States in early 1983, shortly after the introduction of the Uno in other markets.

Chrysler is discussing the potential manufacturing and export venture with Fiat Automoveis S.A. in Brazil. The Uno is a front-wheel-drive minicar that Fiat Automoveis manufactures in Betim.

A Chrysler spokesman confirmed that Chrysler has purchased four or five vehicles from Fiat in Brazil for evaluation. However, the spokesman said that the company routinely conducts such tests.

Asked about a possible joint venture,

The Brazilian-built Fiat Uno is essentially a replica of the model produced in Italy.

nounced plans for Fiat in Brazil." However, sources confirmed the negotiations and Fiat's front-runner status.

Fiat has an annual production capacity of approximately 270,000 units in Brazil. However, a Fiat spokesman said, "We could very quickly expand to 300,000 units a year."

Because the Brazilian domestic auto market is languishing, Fiat said 60,000 units could be available for export this year.

It is not clear how Chrysler would use [illegible]ducts in its distribution network.

Chrysler has used America versions of its aging subcompacts, Dodge Omni and Plymouth Horizon, at the bottom end of its product line, although its domestic competitors have introduced new-technology imported minicars, Chevrolet Sprint and Ford Festiva.

Chrysler explored importing a small car called the Oltcit from Romania, but that has now been ruled out.

Chrysler spent $200 million this summer to retool the former American Motors Kenosha, Wis., assembly plant

see BRAZIL, Page 57

Brokerage firm moves new Toyotas at auctions

By Charles M. Thomas
AUTOMOTIVE NEWS STAFF REPORTER

More than a thousand new Toyotas — many of them from Guam and Puerto Rico — are being sold at East Coast and Midwest auctions this summer by an overstocked Montgomery, Ala.-based leasing and brokerage firm.

Pat Ryan, president of Trans-America Leasing Inc., declined to say how many of the Toyotas are from Guam or Puerto Rico. The issue is a sensitive one because cars from those distributors are not counted under Japan's voluntary export quota of 2.3 million cars for the United States.

Ryan said his "judgment was bad" and that he will never again buy as many Toyotas on speculation.

Not that Toyota would sell him any more.

Ryan said Toyota is probably unhappy about his company selling new cars at auction, adding he will

see TOYOTA, page 59

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Saturn info ready for dealers Page 3

Ford-VW deal in Europe hinted Page 24

July new car sales slip Page 58

Dealer applicants learn Saturn marketing plans

By Michelle Krebs
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — General Motors dealers and others who have asked for information on how to obtain a Saturn Corp. franchise will receive a packet of information from the GM subsidiary next week.

About 12,000 packets will be sent out Aug. 14 to dealers as well as state dealer associations.

The packet contains the background and philosophy of Saturn, marketing areas, the dealer selection process and a preliminary application.

As detailed earlier (Automotive News, June 1), Saturn will select a limited number of dealers for each territory. Dealers will be allowed to have multiple locations, including sites in shopping centers and office complexes.

By the end of the 1991 model year when the car is introduced, about 200 Saturn dealers will be operating in about 120 cities. As production and product offerings grow, the number could increase to 250 to 350.

"The true test of how successful Saturn is will be the repeat business we get."

Donald Hudler

The information packet explains that Saturn adopted the approach of limiting the number of dealers in a given area to allow a dealer to sell and service a large number of vehicles and to allow dealers to grow as Saturn grows.

The packet makes it clear that Saturn is looking for dealers of substantial financial means. Saturn also is looking for dealers with a proven track record of high customer satisfaction and strong sales and with the management skills and financial capability to develop one or more dealership facilities.

"The true test of how successful Saturn is will be the repeat business we get," said Donald Hudler, Saturn vice president of sales, service and marketing.

Hudler said for that reason, Saturn is looking for dealers who are willing to commit to the long-term partnership with Saturn and who demonstrate the ability to satisfy customers from the buying process and through the ownership of the Saturn car.

Dealers should have a minimum personal net worth of $1.3 million excluding their personal residence, and have personal liquidity (total current assets minus total current liabilities based on the formula given in the packet) of $325,000.

The packet said that women and minority dealers will be encouraged to seek a Saturn franchise so that Saturn has input from all segments of the car-buying population.

Those interested in the Saturn franchise must complete the two-page questionnaire and return it within two weeks.

One page of the questionnaire is devoted to the candidate's personal financial information. It also requires a listing of businesses in which the candidate holds an interest of 15 percent or more. The candidate also is required to list his top two choices of marketing areas.

Candidates will be notified within one month whether they pass the first hurdle.

For those who do, a follow-up questionnaire will be mailed. At the same time, Saturn will begin reviewing candidates on a market-by-market basis. The process may take up to 18 months.

The follow-up questionnaire must be returned to Saturn within one month of receipt. It will require a detailed explanation of experience, personal financial information and plans for capitalizing the proposed franchise.

Dealer candidates will be notified within two months if they are selected to continue in the process. If they are, they will be visited by a Saturn team. The team will spend a day observing the dealer's existing operations and meet with members of the dealer's organization.

The dealer will be notified within two months if he or she moves on to the next step. If so, the candidate will be invited to visit Saturn headquarters in Troy, Mich., for a day of orientation and discussion with Saturn team members and other Saturn dealers. At that point, Saturn and the dealer will decide whether to proceed.

The candidates will return to Saturn for a two-day briefing on Saturn's plans, information on the dealer's local market and development of a marketing area plan for the dealer candidate.

Each dealer may tailor sales and service facilities to his or her marketing area. The approach could result in a sales-only facility in a shopping mall, office complex or a stand-alone location as well as service-only facilities. The dealer must develop within a two-month period a marketing area plan. It must contain commitments for facility development and operation.

The dealer and Saturn must agree on the strategy for the marketing area. Then the dealer signs the franchise agreement.

Caddy's 1987 Allante

Chevy's 1988 Beretta

TURNABOUT: *Corsica/Beretta hot; Allante sales slow*

By Michelle Krebs
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — It's the classic story of the tortoise and the hare: Sales of the Cadillac Allante got off to a jack-rabbit start when the luxury two-seater was introduced in January. Now, sales appear to be slowing.

Meanwhile, Chevrolet Corsica and Beretta, introduced at the same time, started off at a turtle's pace. But Corsica and Beretta have now hit their stride. They have become the country's third-best sellers, and plants will soon be running overtime to meet demand.

Initially, every Allante that went to a dealer's showroom was sold virtually overnight. Now, Allante sales are slower than production.

Cadillac built 2,779 Allantes through Aug. 1. Retail sales for the period totaled 1,320 units, leaving about half unsold at the retail level. Cadillac has dealer orders for all of the 1987-model production.

In February and March, Cadillac dealers ran ads in Automotive News seeking to buy Allantes from other dealers. Some offered premium prices. Today, dealers say they are discounting the $54,700 sticker price by as much as $5,000.

Since there are so few Allantes in total number, Cadillac's 1,600 dealers aren't swamped with inventory. Some dealers reported having one or two; others were sold out. Cadillac pointed out that some of the cars are used as demonstrators or display models and others are in transit to dealers.

Cadillac's goal had been to sell 4,000 by the end of the 1987 model year but fewer than that will actually be produced.

At the opposite end of the price spectrum, Chevrolet Corsica and Beretta are finally doing what they were intended to do. For the second consecutive month, Corsica/Beretta was the third best selling nameplate in the industry, behind Ford Escort and Taurus. Chevrolet has predicted that Corsica/Beretta will be the top-selling line in 1988.

Sales total 104,358 for the calendar year, with 27,452 in July.

Chevrolet General Manager Robert Burger said recently that the cars are selling at a rate of 1,600 a day, exceeding production of 1,400 a day, so overtime is due.

Volvo-GM heavies dubbed White GMC

By Francis J. Gawronski
AUTOMOTIVE NEWS STAFF REPORTER

ANAHEIM, Calif. — White GMC is the official name for the heavy duty trucks Volvo GM Heavy Truck Corp. will begin to produce and distribute in the United States next January.

The new truck will also be distributed in Canada by Volvo GM Canada Heavy Truck Corp. under the White GMC brand.

Thage Berggren, president, revealed that the company will identify its products and dealerships with a new symbol — the stylized outline of a heavy truck whose grille features a diagonal slash.

The slash, he said, reinforces the relationship to AB Volvo of Sweden, one of its parent companies.

A joint venture of Volvo and General Motors, Volvo GM Heavy Truck combines the Class 8 truck business of GM's Truck and Bus Group and Volvo White Truck Corp., which will cease operations when the joint-venture firm starts.

Volvo Trucks marketed by Volvo GM Heavy Truck will carry only the Volvo name, Berggren said, since they are produced by Volvo Truck Corp., a subsidiary of AB Volvo.

Berggren said familiar names will be used for U.S.-built trucks where appropriate — Autocar, Integral Sleeper, Xpeditor and Brigadier, for example.

The annoucements were made here during a news conference at the opening of the International Trucking Show by Berggren and John D. Rock, board member of Volvo GM Heavy Truck. Rock is general manager of GMC Truck Division.

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ITC to investigate foreign trade subzones

By Matt DeLorenzo
AUTOMOTIVE NEWS STAFF REPORTER

WASHINGTON — At the request of the House Ways and Means Committee, the International Trade Commission has opened an investigation into the impact of foreign trade subzones on U.S. industry.

The commission, which looked into the use of foreign trade zones in 1984, has been asked to update that investigation. For the first time, the commission is expected to expand the focus to include subzones.

The use of subzones has exploded since the late 1970s, when Volkswagen applied for and received the third subzone ever granted. Two previous subzone zones applications were granted in 1963 and 1970.

Since 1977, the number has grown to nearly 100, with auto-related subzones accounting for more than 40 of them (Automotive News, March 9).

Manufacturers use the subzone status for duty-free import of components used in manufacturing. A tariff is then paid based on the imported content of the finished product.

For cars, a tariff of 2.7 percent levied on import cars would be assessed against the percentage of imported components used in a vehicle produced at a subzone site. The tariff on individual components, such as engines, imported directly into the United States can be as high as 6 percent.

The commission must report its findings by Jan. 29. It is expected to look at safeguards in the system, including the effectiveness of customs procedures in detecting such abuses as evasion of quotas and circumvention of countervailing duties and antidumping orders.

The investigation will cover the economic impact of the subzone status on employment, tariff revenue, state economic development, U.S. investment levels and international trade.

FTC asked to order Ford to repair cars

WASHINGTON — The Center for Auto Safety has asked the Federal Trade Commission to order Ford Motor Co. to pay for any repairs to floor pans of more than 1.2 million 1979-83 Ford Mustangs and Mercury Capris.

The action followed NHTSA's referral to FTC after a two-year investigation that found a 50-percent failure rate.

The consumer group said FTC should require Ford to repair cars with split floor pans.

Fixing them (usually post-warranty) can cost $100 to $500.

Ford's own documents show special attention given to state police cars (California, Massachusetts, Arizona) where failure rates are higher.

NHTSA's docket showed 400 consumer complaints made to Ford and NHTSA. There were 11,347 warranty adjustments as of June 14, 1985.

The Center for Auto Safety sent FTC four Ford dealer service bulletins. It pointed out that selective treatment of customers is an unfair trade practice that violates the FTC Act.

July light-truck sales set record; domestic gain offsets import dip

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

Light-duty truck sales in the United States continued at a record level in July, with domestic manufacturers gaining ground against importers.

July's light-duty total of 423,252 was up 5.6 percent over 400,885 a year ago.

Sales of major Japanese importers, including Toyota, Nissan and Mazda, were off, although smaller importers managed increases.

As a group, import sales totaled 77,764, off 23.2 percent from July last year.

Suzuki is still withholding its Samurai sales numbers. The 8,000 Samurai sales shown for July are an industry estimate.

All the domestic manufacturers had robust gains last month.

Chrysler had the greatest increase. Its total of 68,305 was up 47.9 percent from a year earlier.

Chrysler's minivan sales are driving the compact van market.

Voyager, for example, posted a 94.9-percent gain last month with sales of 16,402, while Caravan had an 84.7-percent gain with sales of 17,033 units.

Compact trucks generally are continuing to drive the light-truck market.

Ford Ranger sales of 29,942 were up 30.2 percent for the month, while its Bronco II sales of 12,935 were up 45.1 percent from a year earlier.

Ford also managed a sizable 22.8-percent increase on sales of 16,815 Aerostars in July.

Overall Ford light-truck sales of 123,806 were up 9.9 percent last month. The full-sized F-series pickups and Broncos posted declines.

Chevrolet similarly had booming compact-truck sales, though its full-sized pickup sales of 35,935 were also up slightly from 35,673 a year ago.

On the compact side, Chevrolet posted a 21.5-percent gain with sales of 15,329 Astro vans in July. Its compact S-10 pickup had a 56.9-percent gain with sales of 22,156 units, and its compact S-Blazer sales of 14,492 were up 15.1 percent from a year ago.

Chevrolet's light-truck total of 109,259 was up 11.9 percent over last year.

GMC barely edged out its year-ago total with sales of 27,605 light trucks, up from 27,022 in July 1986.

Like its competitors, GMC did well with its compact pickup, S-15, which had a 21.9-percent gain, and with the compact Safari van, up 17.0 percent.

Its full-sized vans and sport utility Jimmy, as well as its S-Jimmy and big pickups were off for the month, though.

Jeep managed a small gain with 16,513 sales last month, up from 16,069 a year ago. Jeep sales have increased steadily for a couple of years and appear to be nearing a plateau.

4x4 Yugo planned for 1990
Global Motors is planning to introduce this Yugo four-wheel-drive sport-utility vehicle around the 1990 model year. It is based on the Yugo GV car platform and will be priced near the Suzuki Samurai. The 4x4 will be built at the Zastava factory in Yugoslavia, where Yugo cars are assembled.

Study charts truck rise in family buying plans

NEW YORK — Ninety-nine percent of new compact trucks registered in the public sector are used for personal driving, while only about 20 percent are used exclusively for business.

The figures are part of the 1987 Buyers of Compact Trucks study from Newsweek's market research department.

At least half of those trucks are the principal household vehicle, and more than 50 percent are owned by first-time truck buyers, the study revealed.

The report is designed to provide a marketing analysis of the automotive growth market of the 1980s — compact pickups and compact sport-utility models, according to James Schwartz, Newsweek's market research manager.

The study includes data on 37 compact truck lines — 21 pickups and 16 sport-utility models.

More than twice as many 1987 pickups (68 percent) as sport-utility models (32 percent) were sold at the start of the model year in November and December 1986, the study found.

Sales of pickups were divided almost equally between domestic (52 percent) and import (48 percent) models, while sport-utility sales were controlled by domestic manufacturers, with 73 percent.

The median price of the sport-utility models was $15,800, significantly higher than the median price of $9,500 for pickups.

The demographic profile of the compact truck driver shows he is well-educated and frequently is in the professional/managerial job category (42 percent for pickups and 59 percent for sport-utility models).

Most respondents spent a median of nine weeks gathering information and two weeks selecting their vehicle.

They considered durability/reliability, quality of workmanship, price or deal offered, value for the money and ease of handling as the most important influences on their buying decision.

New buyers visited a median of 2.5 dealerships that carried the make of truck they eventually purchased.

Buyers anticipated keeping their new trucks an average of 5.5 years, and 19 percent of them planned to keep the vehicles 10 or more years.

Newsweek commissioned Maritz Marketing Research, of Toledo, Ohio, to conduct the study. From March 7 to April 6, 1987, more than 10,000 questionnaires were mailed to a nationally representative sample of early buyers of 1987-model compact trucks.

More than 4,300 buyers returned the questionnaire, a 44.5 percent response rate.

Freightliner sales at peak; production hike scheduled

PORTLAND, Ore. — Freightliner is operating its Class 8 truck business at a record level and plans to boost production.

The company's June retail sales of 2,127 were an any-month high, as was its 17.6-percent share of the June Class 8 market.

Six-month retail sales of 10,902 Class 8s were also a record.

The company has been steadily inching up in production and is boosting output to more than 100 units a day in August.

Peter E. Rupp, chairman and chief executive officer, said Class 8 retail sales began showing strength in March, causing Freightliner to raise its 1987 forecast for the industry to 129,000 sales from a previous projection of 120,000.

With the exception of May, the industry's new orders for Class 8s have been similarly strong in 1987.

The net order intake for Class 8 through June averaged 12,218 trucks per month, a 21.9 percent increase over an average of 10,020 units per month in 1986.

Freightliner's share of higher industry orders paralleled and, at times, surpassed the industry average increase, Rupp said.

He said that improved profit margins and financial restructuring moves among all segments of the U.S. trucking industry have generated new and additional capital for equipment purchases.

In addition, replacement demand due to the aging of fleets also generated more truck orders, Rupp said, pointing out that more than 27 percent of Class 8 trucks operating in the United States are 13 years old or older. Well over 60 percent of all heavy-duty trucks are seven years old or older.

Registrations through April 1987 show that the long-conventional tractor's share of the market has increased to 38.1 percent from 35.9 percent during 1986, A. Gordon Clark, senior vice president of sales and marketing added.

Conversely, cab-over-engine tractors, commonly referred to as HCOE, dropped to an 18.9 percent market share during the same period from 21.4 percent last year.

Medium-length conventional trucks have been holding almost steady with a 25.3 percent share.

Clark said that Freightliner's long-conventional models were getting 27 percent of that segment, and that it has 6.9 percent of medium-length conventional sales.

Clark said that while Freightliner sees a continuing decline in the HCOE segment for the short term, the company believes the class will rebound.

Rupp said that while there have been some recent signs of a typical summer slowdown in the trucking industry, Freightliner expects sales and order intake to continue strong into the fourth quarter.

Fruehauf to add Tennessee plant

HUNTSVILLE, Tenn. — Fruehauf Corp. will operate a new platform trailer manufacturing operation here, employing 200 to 250 people. Production is scheduled to begin in mid-1988.

Construction of a 175,000-square-foot facility will begin in the fall.

The plant will be built and owned by the Industrial Development Board of Scott County, a local government agency, and leased to Fruehauf.

Fruehauf plans to produce 4,500 trailers a year here, while expanding its manufacturing facilities to 16 in North America.

Fruehauf has been selling assets to pay off about $1 billion in debt incurred from a leveraged buyout it used to fend off a hostile takeover last year.

It sold its Rentco Trailer Corp. lease operations to XTRA Corp. for $70 million earlier this year and, in completing that deal, recently sold a fleet of about 11,600 piggyback trailers to XTRA Corp. for $54 million in cash and the assumption of certain lease liabilities.

LIGHT-DUTY TRUCK SALES

	July 1987	July 1986	7 Mos. 1987	7 Mos. 1986
Vans	15,906	14,496	109,128	104,382
Aerostar	16,815	13,696	97,623	86,105
Club Wagon	2,030	1,847	16,878	16,208
Ranger	29,942	23,004	198,401	167,286
Bronco	3,689	4,177	28,816	28,169
Bronco II	12,935	8,914	69,542	54,242
Pickups	42,489	46,547	313,548	307,019
Ford	123,806	112,695	833,736	763,411
Vans	10,742	11,694	64,447	80,548
Sportsvan	1,052	1,388	7,316	10,624
Astro	15,329	12,620	90,482	89,660
S-10	22,156	14,119	137,865	124,830
S-10 Blazer	14,492	12,596	86,777	93,587
El Camino	1,553	1,428	8,249	13,210
Blazer	2,499	3,271	17,148	24,276
Suburban	5,501	4,887	32,819	34,807
Pickups	35,935	35,673	242,573	260,762
Chevrolet	109,259	97,698	687,676	732,307
Vans	6,721	6,652	42,156	45,181
Ram Wagon	2,370	3,385	19,233	25,860
Voyager	16,402	8,416	80,493	67,747
Caravan	17,033	9,224	85,406	70,615
Mini Ram Van	1,346	1,180	8,235	9,356
Ram 50	6,099	5,386	41,165	42,747
Raider	1,987	0	10,919	0
Ramcharger	1,689	2,160	14,169	13,557
Dakota	8,171	497	61,998	859
Pickups	6,487	9,297	58,212	56,643
Chrysler	68,305	46,180	422,886	332,363
Vans	3,628	3,903	23,023	22,917
Safari	3,062	2,617	19,378	19,135
S-15	4,528	3,714	29,094	29,584
S-15 Jimmy	3,140	3,206	20,322	22,792
Jimmy	327	823	4,727	6,045
Caballero	191	191	1,048	1,664
Suburban	1,710	1,652	11,269	11,123
Pickups	10,115	10,284	66,469	69,731
P Model	458	587	3,248	2,766
W-4	148	131	844	686
GMC	27,605	27,027	180,942	182,448
Wrangler/CJ	2,551	2,815	17,694	20,070
Wagoneer	956	742	7,287	5,811
Cherokee	9,757	8,338	61,361	56,329
Grand Wagoneer	1,020	1,127	7,462	8,530
Comanche	3,040	2,829	20,248	17,386
J-10/J-20	106	127	997	933
Jeep	16,513	16,069	119,837	109,059
Toyota	30,872	54,356	169,223	239,903
Nissan	14,482	27,305	130,356	136,327
Mazda	11,433	12,257	75,956	85,849
[illegible]	7,757	7,481	53,262	46,016
[illegible]	4,133	2,988	21,806	18,507
Isuzu	6,008	4,340	53,262	26,941
Subaru	85	492	1,052	1,974
Suzuki	0	0	1,023	0
Imports	77,754	109,519	504,939	555,517
Industry Total	423,252	400,885	2,948,179	2,866,096

AMC donates war workhorse
Roy D. Chapin Jr., former American Motors chairman, sits in a World War II Jeep that AMC donated to the Henry Ford Museum, Dearborn, Mich. The 1943 Kaiser Jeep was restored by AMC and will appear in the museum's permanent "The Automobile in American Life Exhibit," beginning Nov. 6. AMC acquired Kaiser Jeep Corp. in 1970 under Chapin's leadership.

Missouri auction to pay $600,000 for rollbacks; state expands drive

JEFFERSON CITY, Mo. — A Joint Task Force on Odometer Fraud will be formed in Missouri following the successful prosecution of one of the largest automobile auctions in the country.

The owner of the 166 Auto Auction, Springfield, pleaded guilty in U.S. District Court for the Western District of Missouri recently to misrepresenting mileage on used cars and agreed to pay $600,000 in fines and restitution.

Federal authorities described the July 28 settlement with Melvin Reid's 166 Auto Auction as unprecedented, saying that no previous odometer rollback case in the country led to such a large penalty. Reid was not charged, said an official.

The company pleaded guilty to six misdemeanor counts of a 137-count federal indictment and agreed to pay $300,000 in fines and another $300,000 for a consumer restitution fund.

For five years, state and federal officials will closely monitor activities at the auction.

Springfield attorney Bill Wendt, the official representative of the corporation, said used cars with rolled-back odometers were sold through the company. Some employees knew of the sales, but Reid, who with his family owns the auction, did not, Wendt said.

The federal indictment said the auction and other conspirators sold more than 1,000 high-mileage cars with reset odometers between Aug. 10, 1981 and February 1984. Lowered mileage allegedly totaled more than 16 million miles.

Fifty percent of all used motor vehicles sold at the auction in 1983 had odometers reset, the indictment charged.

Five employees of the auction were indicted. Two of them pleaded guilty to conspiring with other agents of the auction to sell rollback vehicles and are awaiting sentencing. The other three are awaiting trial on similar charges.

The restitution fund will provide money for current or former owners of cars sold at the auction from 1980 through last Tuesday if odometers on the cars were rolled back before being sold.

The court will appoint an administrator to oversee the fund. Federal officials believe at least 1,000 cars are involved. They said the administrator will seek out affected consumers using records from the auction.

Current owners can receive $1,500 or three times their actual damages, whichever is greater. Former owners can receive three times their actual damages. All claims must be paid within 2½ years.

Defrauded consumers could reject the payment and instead pursue civil suits against the auction, officials said.

Missouri Attorney General William L. Webster said the task force will have representation from offices of the Missouri attorney general, U.S. attorney, Missouri Highway Patrol and Department of Revenue.

"We believe joining resources and investigative powers can result in an increased enforcement effort as it applies to odometer fraud," he said.

"The $600,000 in fines and restitution that the auction has agreed to pay is the largest amount ever obtained in the prosecution of odometer rollback fraud," said U.S. Attorney Robert G. Ulrich.

In accepting the guilty pleas, U.S. District Court Judge Russell G.Clark said the agreements were in the best interests of the public and in the furtherance of justice.

Webster characterized the settlement as a landmark case, saying: "There was a real team effort. This case is a textbook example of cooperation between state and federal law enforcement agencies. Therefore, we have decided to make this a more permanent situation by the creation of the task force to monitor and investigate complaints of odometer fraud."

NHTSA backs rule change for listing vehicle mileage

WASHINGTON — NHTSA has proposed that motor-vehicle titles issued by states must have space for disclosure of odometer mileage upon transfer of title. The rule is slated to go into effect April 25, 1989.

In addition, dealers, lessors and auctions would be required to retain mileage records of cars sold for at least five years.

Although federal law has required disclosure of mileage on transfer since 1972, that disclosure is usually done on a separate form. Under the new rule, the safety agency said, "The title must include a space for the mileage of the vehicle and be printed by a secure process or, if not printed, be set forth by a secure system in order to decrease the possibility of counterfeiting or altering titles."

Lessors of vehicles with long-term contracts must also inform their lessees that the lessee is required by law to disclose the vehicle's mileage.

The new rule calls for dealers, distributors and lessors to retain mileage records on tranferred vehicles for five years, as opposed to four under the 1972 law, and requires auctions to keep similar records for the first time.

Ford donates baby seats

LOS ANGELES — Ford Motor Co. has donated 24 Infant Safety Carriers to the Exceptional Children's Foundation here. The car seats, required by California law, will be loaned to families who cannot afford to purchase them.

AUCTION DIRECTORY

SOUTH CAROLINA

Clanton's Auto Auction, P.O. Box 51, Darlington, South Carolina, 803-393-2861. Sale every Thurs., Regular Consignment, 11 a.m. & Early Bird, 9 a.m. (repos & lease units).

TENNESSEE

Memphis Auto Auction, 2650 Mt. Moriah Rd, Memphis, Tenn. 38115. 901-794-7700. Sale every Tuesday at 1 PM. Mid-South's newest auto auction.

TEXAS

Fort Worth Auto Auction, 2245 Jacksboro Hwy., Ft. Worth, TX 76114. Sale every Thursday. Contact: George Horton, 817-626-5494.

TEXAS

DEALERS AUTO AUCTION
Dallas County, Texas 214-642-3900
Sale Every Tuesday, 11 A.M.
Full service auction. Fleet & Lease. 400 repossessions selling weekly. 4 Lanes. Ford Motor Credit, General Electric, Chrysler Credit, Citicorp Acceptance Corp., Nissan Credit, Toyota Credit, Valley Bank, Banks & Financing Companies, etc.
Contact: **Donny Gibson** or **Grady Gibson**
Member of NAAA & WAAA

TEXAS

Auctions Unlimited, 2260 East I-30, Rockwall, Texas 75087. Dallas-Ft. Worth area. Sales every Monday & Wednesday 7 PM. 214-722-9495.

WASHINGTON

So. Seattle Auto Auction. The lease & Fleet Specialists. Tom Chase, 1-800-872-6800. P.O. Box 5189, Kent, Washington 98064.

WISCONSIN

Metro Milwaukee Auto Auction. Sale every Wednesday. FMC, all leasing, AMC. 414-835-4456, Caledonia, Wisconsin.

Anglo-American adds 3 sites, now owns 18

NASHVILLE, Tenn. — Anglo American Auto Auctions announced recently the purchase of three auto auctions, bringing its U.S. auction total to 18.

The Nashville-based company has acquired Mississippi Auto Auction, Hattiesburg, Miss.; Puget Sound Auto Auction, Auburn, Wash.; and Tri-City Auto Auction, Pasco, Wash. The Financial Times of London reported a purchase price of $16.59 million.

All three will continue to be managed by previous owners.

"These acquisitions strengthen our base in the Southeast and establish an immediate presence in the Pacific Northwest," said Michael J. Richardson, president and chief executive officer of Anglo American Auto Auctions.

Anglo American is a wholly owned subsidiary of the British Car Auction Group PLC, of England, and is the largest auction company in the United States.

AUCTION DATES

American Motors

Aug. 11 — D-A Auto Auction, New Stanton, Pa.

Aug. 12 — Minneapolis Auto Auction, Plymouth, Minn., and Metro Milwaukee Auto Auction, Caledonia, Wis.

Aug. 13 — Greater Chicago Auto Auction, Chicago; Todd Auto Auction, Telford, Pa.; and Evansville Auto Auction, Evansville, Ind.

Aug. 14 — St. Louis Auto Auction, Bridgeton, Mo.

Aug. 18 — Statesville Auto Auction, Statesville, N.C., and Aptco Auto Auction, Taylor, Mich.

Aug. 19 — Columbus Auto Auction, Columbus, Ohio; Kansas City Auto Auction, Kansas City, Mo.; and North East Auto Dealers, Newburg, N.Y.

Aug. 20 — Corry Auto Auction, Corry, Pa.

Chrysler Corp.

Aug. 11 — Florida Auto Auction of Orlando, Ocoee, Fla.; Aptco Auto Auction, Taylor, Mich.; NuCarPrep System, Santa Fe Springs, Calif.; Hatfield Auto Auction, Hatfield, Pa.; Dallas Auto Auction, Grand Prairie, Texas; and Southern Auto Auction, Warehouse Point, Conn.

Aug. 12 — A.D.E. of Alabama, Boaz, Ala.; Columbus Fair Auto Auction, Obetz, Ohio; and South Seattle Auto Auction, Kent, Wash.

Aug. 13 — Fredericksburg Auto Auction, Fredericksburg, Va.

Aug. 14 — Floyd Hauhe Auto Auction, Bridgeton, Mo.

Model Breakdown
Auction Averages

	AUG 1987	JUL 1987	JUN 1987
1987	$11,761	$11,512	$11,113
1986	$8,980	$9,032	$9,187
1985	$7,400	$7,394	$7,191
1984	$5,760	$5,756	$5,727
1983	$5,060	$5,081	$4,852
1982	$3,679	$3,684	$3,687
1981	$2,638	$2,642	$2,680
1980	$2,059	$2,068	$2,134
Overall Average	$6,045	$6,030	$5,900

Used Car Sales
Auction Averages

August to date	$6,045
Month ago	$5,879
Year ago	$5,202

Anglo-American aids Special Olympics

NASHVILLE, Tenn. — The aviation subsidiary of auction giant Anglo American is one of 130 companies donating their business jets and pilots to fly about 900 mentally handicapped persons to the Summer Special Olympic Games in South Bend, Ind.

The Anglo American subsidiary, Flying Lion, is flying four Nashville participants and the coach to the games.

Ford Motor Co.

Aug. 12 — Atlanta Auto Auction, Red Oak, Ga.; Lakeland Auto Auction, Lakeland, Fla.; and Southern California Auto Auction, Fontana, Calif.

Aug. 13 — Dallas Auto Auction, Dallas; Skyline Auto Exchange, Fairfield, N.J.; Minneapolis Auto Auction, Plymouth, Minn.; and Southwest Auto Auction, Phoenix, Ariz.

Aug. 19 — Concord Auto Auction, Acton, Mass.

Aug. 20 — Denver Auto Auction, Englewood, Colo.; Aptco Auto Auction, Taylor, Mich.; Bay Cities Auto Auction, Hayward, Calif.; and 166 Auto Auction, Springfield, Mo.

General Motors

Aug. 11 — Florida Auto Auction of Orlando, Ocoee, Fla.

Aug. 12 — Hatfield Auto Auction, Hatfield, Pa.; Indianapolis Auto Auction, Indianapolis; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Aug. 13 — Butler Auto Auction, Gibsonia, Pa.; Denver Auto Auction, Englewood, Colo.; Aptco Auto Auction, Taylor, Mich.; Big H Auto Auction, Houston; and Nashville Auto Auction, Nashville, Tenn.

Aug. 18 — Southern Auto Auction, East Windsor, Conn.; Dallas Auto Auction, Grand Prairie, Texas; and South Seattle Auto Auction, Kent, Wash.

Aug. 19 — Atlanta Auto Auction, Atlanta; Baltimore-Washington Auto Exchange, Baltimore; Clanton's Auto Auction, Darlington, S.C.; and Omaha Auto Auction, Omaha, Neb.

Aug. 20 — Arena Auto Auction, Chicago; Ohio Auto Auction, Grove City, Ohio; St. Louis Auto Auction, Bridgeton, Mo.; and Utah Auto Auction, West Bountiful, Utah

Aug. 25 — Harrisonburg Auto Auction, Harrisonburg, Va.

Aug. 26 — Hatfield Auto Auction, Hatfield, Pa.; Indianapolis Auto Auction, Indianapolis; Metro Auto Auction of Kansas City, Lee's Summit, Mo.; Minneapolis Northstar Auto Auction, Shakopee, Minn.; and Golden Gate Auto Auction, Fremont, Calif.

Aug. 27 — Butler Auto Auction, Gibsonia, Pa.; Aptco Auto Auction, Taylor, Mich.; Nashville Auto Auction, Nashville, Tenn.; and Southwest Auto Auction, Kent, Wash.

U.S. CAR SALES BY MARKETING UNITS

	July 1987	July 1986	7 Mos., 1987	7 Mos., 1986
Alfa Romeo	630	1,005	4,052	3,871
AMC-Renault	3,844	5,430	25,813	42,680
American Honda	63,296	52,730	400,335	359,169
BMW	7,871	8,648	50,858	54,650
Buick	48,098	60,774	316,812	448,945
Cadillac	19,038	19,385	146,180	166,120
Chevrolet	134,316	136,333	909,937	1,045,496
Chrysler	28,489	31,421	165,705	206,752
Dodge	33,142	45,145	248,957	293,408
Ford	123,844	114,712	840,979	795,881
Hyundai	30,472	19,690	157,528	72,086
Isuzu	5,154	2,082	21,305	18,285
Jaguar	2,040	2,143	12,064	13,649
Lincoln	12,957	13,372	94,005	91,011
Maserati	60	80	420	928
Mazda	20,036	16,607	109,609	120,113
Mercedes	7,109	6,789	52,520	50,998
Mercury	45,917	43,346	278,921	298,704
Mitsubishi	6,984	3,434	41,131	27,197
Nissan	49,540	50,671	325,614	314,353
Oldsmobile	62,702	84,010	443,834	642,563
Peugeot	853	1,178	5,293	7,770
Plymouth	25,846	33,614	216,403	242,066
Pontiac	62,449	64,193	421,810	514,723
Porsche	2,052	2,979	14,876	17,705
Saab	4,754	4,999	26,841	28,979
Sterling	1,510	0	7,891	0
Subaru	14,436	15,568	91,950	107,031
Toyota	59,923	75,226	321,013	353,074
Volvo	8,907	11,470	70,871	74,893
VWoA	25,523	23,555	147,096	172,525
Yugo	4,038	3,020	31,072	14,860
TOTAL	915,830	953,609	6,001,695	6,600,485

Chevrolet includes Sprint and Spectrum. Honda combines imports and domestics and Acura. Dodge includes Colt, Conquest, Vista. Plymouth includes Colt, Conquest, Vista. VWoA combines imports and domestics and Audi. Nissan includes Sentras built in the U.S. Mercury includes Merkur XR4Ti and Merkur Scorpio. Ford includes Festiva. Chrysler includes Conquest. Pontiac includes Lemans.

IMPORTED CAR SALES

	July 1987	July 1986	7 Mos., 1987	7 Mos., 1986
Acura	9,667	4,456	59,838	17,405
Alfa Romeo	630	1,005	4,052	3,871
Audi	4,562	4,606	29,449	36,909
BMW	7,871	8,648	50,858	54,650
Chevrolet	12,326	12,306	72,488	91,720
Chrysler	1,036	0	7,323	0
Dodge	6,237	5,942	34,815	39,377
Ford	2,412	0	5,357	0
Honda	27,342	32,434	159,399	233,494
Hyundai	30,472	19,690	157,528	72,086
Isuzu	5,154	2,082	21,305	18,285
Jaguar	2,040	2,143	12,064	13,649
Maserati	60	80	420	928
Mazda	20,036	16,607	109,609	120,113
Mercedes-Benz	7,109	6,789	52,520	50,998
Mercury	1,922	1,506	7,055	9,179
Mitsubishi	6,984	3,434	41,131	27,197
Nissan	38,583	50,580	249,867	288,892
Peugeot	853	1,178	5,293	7,770
Plymouth	5,673	5,403	31,447	36,363
Pontiac	5,849	0	9,303	0
Porsche	2,052	2,979	14,876	17,705
Renault	1,368	244	6,938	2,288
Saab	4,754	4,999	26,841	28,979
Sterling	1,510	0	7,891	0
Subaru	14,436	15,568	91,950	107,031
Toyota	56,634	75,226	299,442	353,074
Volkswagen	14,278	12,547	77,133	90,123
Volvo	8,907	11,470	70,871	74,893
Yugo	4,038	3,020	31,072	14,860
TOTAL	304,795	304,942	1,748,135	1,811,839

Sales charts compiled by Karen Detkowski

Franchised new-car deals up in size, number in '86

By Philly Murtha
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — The National Automobile Dealers Association reported that franchised new-car dealerships grew in number and size for the second year in a row in 1986.

Franchised new-car and truck dealers also set records for new-vehicle sales and dollar-sales volume last year. The report, entitled NADA Data for 1987, was compiled by NADA's industry analysis division.

The association said the number of new-car dealerships increased to 25,250 on Jan. 1, 1987, up 50 for the year and up 425 since Jan. 1, 1985. NADA also estimated that the number of large dealerships — stores selling more than 750 new units annually — increased to 5,155 at the end of 1986 from 4,705 a year earlier.

Total dollar sales of all franchised new-car dealerships rose 8.8 percent to a record $283.2 billion in 1986 compared with $260 billion in 1985. The increase was led by new-vehicle sales coupled with gains in used-vehicle sales, service and parts sales, the report said. The rise in the dollar volume of new-vehicle sales reflected price increases by the manufacturers.

New-vehicle sales for calendar 1986 reached a record 16.3 million units compared with 1985's 15.7 million units, which was the previous record.

NADA reported that total dollar sales for the average franchised dealership have more than doubled during the past five years. NADA estimated that in 1986, the average franchised dealership had sales in excess of $10 million.

DOMESTIC CAR SALES

	July 21, to July 31, 1987	Same Period, 1986	July 1987	Same Month, 1986	Jan. 1 to July 31, 1987	Same Period, 1986
Alliance	0	0	2,196	3,325	16,327	28,289
Encore	0	0	0	1,391	0	7,702
Total Renault	0	0	2,196	4,716	16,327	35,991
Eagle	0	0	280	470	2,508	4,401
Total AMC	0	0	280	470	2,508	4,401
AMERICAN MOTORS	1,126	2,336	2,476	5,186	18,875	40,392
Horizon	813	4,305	2,361	10,820	37,036	64,955
Sundance	3,066	428	7,107	573	48,019	650
Turismo	458	2,076	1,169	4,146	13,104	26,338
Reliant	1,848	3,407	5,406	8,404	59,368	80,140
Caravelle	1,240	794	3,221	2,648	22,851	23,518
Plymouth	322	660	909	1,620	4,578	10,102
Total Plymouth	7,747	11,670	20,173	28,211	184,956	205,703
Laser	184	1,105	679	2,518	4,308	17,741
LeBaron K	2,182	3,262	5,551	8,167	35,555	60,766
LeBaron J	4,373	0	9,290	0	37,480	0
LeBaron GTS	1,145	2,573	2,914	5,500	20,631	37,818
Fifth Avenue	2,450	4,237	5,424	10,544	26,079	59,035
New Yorker	1,318	2,004	3,595	4,692	34,329	31,392
Total Chrysler	11,652	13,181	27,453	31,421	158,382	206,752
Omni	608	4,323	1,766	9,518	29,900	55,558
Shadow	2,871	312	7,229	444	45,831	603
Charger	424	2,181	1,162	4,556	16,964	28,585
Daytona	1,847	1,659	4,262	3,853	20,791	24,171
Aries	1,941	3,410	5,499	8,779	56,170	60,046
Lancer	932	1,814	2,382	3,856	15,805	27,737
Diplomat	511	1,348	1,278	3,175	6,859	18,433
Dodge 600	1,206	1,725	3,327	5,022	21,822	36,898
Total Dodge	10,340	16,772	26,905	39,203	214,142	254,031
CHRYSLER MOTORS	29,739	41,623	74,531	98,835	557,480	666,436
Escort	13,743	13,272	33,438	31,687	225,030	230,603
Mustang	5,424	7,407	14,265	16,828	110,538	107,875
Tempo	8,444	9,643	19,172	21,766	145,277	149,823
Taurus	12,115	8,082	30,475	19,139	205,455	121,686
Thunderbird	5,480	5,202	13,481	12,255	74,404	84,965
LTD	0	391	0	1,050	0	21,567
Crown Victoria	4,049	4,934	10,601	11,987	74,918	79,362
Total Ford Div.	49,255	48,931	121,432	114,712	835,622	795,881
Lynx	2,546	2,269	6,419	5,243	38,587	38,431
Topaz	2,199	2,375	5,859	5,672	42,130	38,880
Sable	4,470	2,803	9,449	6,848	56,673	53,781
Cougar	4,929	4,957	11,544	11,558	64,386	72,766
Capri	0	610	0	1,377	0	7,830
Marquis	0	161	0	455	2,510	9,250
Grand Marquis	4,316	4,450	10,724	10,687	67,560	68,587
Total Mercury	18,460	17,625	43,995	41,840	271,866	289,525
Continental	488	664	1,259	1,562	8,527	11,140
Lincoln	3,443	4,396	9,588	9,972	69,919	67,912
Mark VII	797	752	2,110	1,838	15,559	11,959
Total Lincoln	4,728	5,812	12,957	13,372	94,005	91,011
Total L-M Division	23,188	23,437	56,952	55,212	365,871	380,536
FORD MOTOR CO.	72,443	72,368	178,384	169,924	1,201,493	1,176,417
Skyhawk	1,370	2,552	3,233	5,607	22,139	40,814
Skylark	0	0	0	0	0	2,522
Somerset Regal	2,365	4,129	6,104	10,318	42,562	74,522
Century	4,789	8,008	10,938	18,210	85,353	139,218
Regal	2,806	2,889	6,017	6,650	31,725	49,281
LeSabre	6,525	5,142	14,013	11,225	79,926	63,810
Electra	2,902	2,892	6,796	7,180	43,041	68,974
Riviera	419	789	997	1,584	12,068	9,804
Total Buick	21,176	26,401	48,098	60,774	316,812	448,945
Cimarron	454	758	1,128	1,639	7,885	12,885
Allante	100	0	227	0	1,320	0
Seville	466	481	1,391	1,011	13,798	8,718
Cadillac	6,346	6,635	14,392	15,181	110,912	132,751
Eldorado	801	727	1,900	1,554	12,265	11,766
Total Cadillac	8,167	8,601	19,038	19,385	146,180	166,120
Chevette	158	1,584	427	4,030	15,982	41,985
Nova	7,334	8,624	19,259	17,208	94,836	92,094
Cavalier	9,296	10,716	22,738	29,376	189,603	236,619
Citation	0	26	0	46	0	1,025
Camaro	4,205	5,746	10,432	14,232	78,571	109,615
Celebrity	7,883	12,398	18,532	29,811	196,684	247,612
Corsica/Beretta	11,517	0	27,452	0	104,358	0
Monte Carlo	2,349	3,792	5,910	8,756	37,855	64,091
Chevrolet	6,020	7,754	15,217	18,075	104,335	139,662
Corvette	888	1,016	2,023	2,493	15,225	21,073
Total Chevrolet	49,650	51,656	121,990	124,027	837,449	953,776
Firenza	615	1,326	1,425	2,857	9,795	22,382
Calais	4,243	4,824	9,754	10,960	63,990	74,498
Cutlass Ciera	8,519	11,920	19,163	26,128	147,738	197,006
Cutlass Supreme	3,293	6,266	10,173	14,434	66,433	131,729
Olds 88	7,058	10,184	15,167	22,017	104,463	138,127
Olds 98	2,767	2,536	5,733	6,327	39,987	70,641
Toronado	630	524	1,287	1,287	11,428	8,180
Total Oldsmobile	27,065	37,880	62,702	84,010	443,834	642,563
Fiero	1,504	2,539	3,689	5,875	30,085	43,078
1000	77	516	205	1,276	4,328	11,570
Sunbird	2,774	3,819	6,541	10,359	52,218	70,783
Firebird	2,918	3,522	6,828	8,004	49,326	61,161
Grand Am	9,153	5,890	20,534	12,968	132,195	122,143
6000	3,730	7,223	8,894	15,519	73,110	107,627
Bonn./Gr. Prix	357	1,063	841	2,585	9,900	25,308
Grand Prix	0	1,026	0	2,528	0	24,563
Parisienne/Bonn.	4,125	2,106	9,068	5,079	61,345	48,470
Total Pontiac	24,638	27,704	56,600	64,193	412,507	514,723
GENERAL MOTORS	130,696	152,242	308,428	352,389	2,156,782	2,726,127
VOLKSWAGEN	4,170	3,575	6,683	6,402	40,514	45,493
HONDA	11,417	9,332	26,287	15,840	161,098	108,270
NISSAN	6,314	38	10,957	91	75,747	25,461
TOYOTA	1,750	0	3,289	0	21,571	0
DOMESTIC TOTAL	257,655	281,514	611,035	648,667	4,253,560	4,788,646
IMPORT TOTAL			304,795	304,942	1,748,135	1,811,839
INDUSTRY TOTAL			915,830	953,609	6,001,695	6,600,485

July sales fall 4% from 1986 total

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

July new-car sales fell below last year's total as both domestics and imports failed to match their 1986 figures.

Domestic sales dipped 5.80 percent. Import sales also slipped, but by only 0.04 percent.

Domestic dealers delivered 611,035 cars, down from the 648,667 units sold in July 1986.

The imported total was 304,795, a decline of 147 units from last year's 304,942.

The overall total of 915,830 was off 3.96 percent from the 953,609 units sold in July 1986.

Deliveries of domestic-built cars for the last 10 days of July totaled 257,655, off 8.48 percent from the 281,514 delivered a year earlier.

The daily-selling rate for domestics dropped for the 10-day period and for the month. Domestic cars were sold at a rate of 25,766 a day in the last 10 days of July, compared with 28,151 a day in 1986. There were 10-selling days in both periods.

The average selling rate for the month was 23,501 a day, down from 24,949 last year. Both months had 26 selling days.

For the first seven months of the year, new-car sales slipped 9.07 percent to 6,001,695 from 6,600,485.

Domestic sales at the end of July totaled 4,253,560, down 11.17 percent from 4,788,646 a year earlier.

Import sales were down 3.52 percent for the seven-month period — 1,748,135 this year vs. 1,811,839 last year.

Sales gains for July were reported by four domestic makers. Nissan's sales of domestic cars increased to 10,957 from 91 last July when its plant in Smryna, Tenn., was down for model changeover. Honda sales rose 65.95 percent from the year-ago month's; Ford Motor reported an increase of 4.99 percent; and Volkswagen was up 4.39 percent.

Sales declines for the month were reported by American Motors, down 52.26 percent; Chrysler Motors, off 24.59 percent; and General Motors, down 12.48 percent.

Toyota, which was not selling U.S.-built cars last July, sold 3,289 this year.

July's market was split this way: GM took 33.67 percent; Ford, 19.48 percent; Chrysler, 8.14 percent; Honda, 2.87 percent; Nissan, 1.20 percent; Volkswagen, 0.73 percent; Toyota, 0.36 percent; and AMC, 0.27 percent. Imports accounted for 33.28 percent of the market.

Hyundai's sales for July were the highest for any month since it entered the U.S. market in February 1986.

Mitsubishi posted an increase of 103 percent over last July's sales, due mainly to an increase in its dealer network and the addition of the Precis line, which was not sold in the U.S. at this time last year.

Where the U.S. market was July 1987

	Total Sales	Pct. of Total
SUBCOMPACT	135,295	14.77
COMPACT	111,646	12.19
INTERMEDIATE	233,990	25.55
STANDARD	76,977	8.41
LUXURY	53,127	5.80
IMPORT	304,795	33.28
TOTAL	915,830	100.00

July output plummets

By Kathy Barbaglia
AUTOMOTIVE NEWS STAFF REPORTER

Domestic auto production during July was affected severely by the number of plants idle for model changeover.

July's output of 354,980 was the lowest for any month since February 1982 when 311,926 cars were assembled. The month's production was also the lowest for any July since 321,017 in 1958.

Last month's output was 45.49 percent below June's 651,261 and 30.75 percent below the year-ago month's 512,588.

Model changeover continues to affect weekly production. Targeted output of 68,697 cars last week was 4.91 percent below the previous week's 72,245 and 10.47 percent below last year's 76,733.

As reported earlier, Volkswagen of America's Westmoreland, Pa., plant is down for model changeover until Sept. 14.

The following GM plants remain idle for model changeover: Buick City in Flint, Mich., until Aug. 11; Janesville, Wis., until Aug. 11; Lansing (No. 2), Mich., until Aug. 12; Willow Run, Mich., until Aug. 14; Bowling Green, Ky., until Aug. 17; Tarrytown, N.Y. until Aug. 17; Orion Township, Mich., until Aug. 17; Van Nuys, Calif., until Aug. 17; Lordstown, Ohio, until Aug. 24; Detroit-Hamtramck, (excluding the Allante line) until Aug. 24; Pontiac Fiero plant in Pontiac, Mich., until Aug. 24; Arlington, Texas, until Sept. 14; Framingham, Mass., until Sept. 14; and Doraville, Ga., until Sept. 14.

Ford's Lorain, Ohio, plant was idle last week because of a parts shortage. The plant is expected to resume production today.

Ford's Kansas City, Mo., plant remains closed for changeover.

Truck assembly highest since '78

July's truck production of 275,857 was the highest for that month since the July 1978 count of 278,020.

Last month's output was 17.64 percent below June's 334,926 but 1.23 percent more than the year-ago month's 272,515.

Last week's scheduled production of 65,767 trucks was 7.81 percent below the prior week's 71,335 but was 12.41 percent more than the year-ago week's 58,504.

As reported earlier, General Motors' Janesville, Wis., plant remains idle until Sept. 8 for model changeover. Ford Motor Co. slated Saturday overtime at three plants: Norfolk, Va.; Lorain, Ohio; and Twin Cities, Minn.

July a loser on Canada's charts

Production of cars in Canada for July totaled 36,183, the lowest for any month since September 1981 when 22,690 cars were built. The month's output was also the lowest for any July since 1967 when 31,926 units were assembled.

Last month's car production was 53.58 percent below June's 77,953 and 38.17 percent below the year-ago month's 58,519.

Because of plant closings for vacation and model changeover, last week's targeted car production dipped to 1,730 units, down 77.67 percent from the previous week's 7,749 and 80.60 percent below the year-ago week's 8,918.

July's truck production of 41,899 was the lowest for that month since 1983 when 26,896 units were built. Last month's truck output was 47.51 percent below June's 79,830 and 13.90 percent below the year-ago month's 48,662.

Scheduled production of 9,111 trucks last week dipped slightly (0.38 percent) from the prior week's 9,146 and was 10.42 percent below the year-ago week's 10,171.

CANADIAN CAR	Week Ended Aug. 8, 1987	Week Ended Aug. 9, 1986	Week Ended Aug. 1, 1987	July Total	Jan. 1 to Aug. 9, 1986	Jan. 1 to Aug. 8, 1987
AMERICAN MOTORS	110	0	98	244	2,382	3,303
FORD MOTOR	500	8,918	5,456	14,593	315,163	290,056
GENERAL MOTORS	800	0	1,552	18,577	330,185	164,020
HONDA	320	0	418	1,761	0	6,832
VOLVO	0	0	225	1,008	6,451	6,417
Total Cars, Canada	1,730	8,918	7,749	36,183	654,181	470,628
U.S. TRUCK☆	**Week Ended Aug. 8, 1987**	**Week Ended Aug. 9, 1986**	**Week Ended Aug. 1, 1987**	**July Total**	**Jan. 1 to Aug. 9, 1986**	**Jan. 1 to Aug. 8, 1987**
CHEVROLET	15,314	15,670	19,135	103,963	741,943	705,049
DODGE	3,500	2,958	4,089	12,366	55,983	149,320
FORD	27,485	26,994	28,294	87,018	867,169	894,955
GMC	8,460	7,021	8,587	34,929	225,369	238,175
NAVISTAR	1,678	1,588	1,643	2,314	43,292	43,358
JEEP	4,450	0	4,761	14,383	109,302	132,387
NISSAN	2,130	1,923	2,073	6,234	75,236	50,030
AM GENERAL*	450	50	450	2,070	1,562	8,460
MISCELLANEOUS*	2,300	2,300	2,300	12,580	70,840	71,000
Total Trucks, U.S.	65,767	58,504	71,335	275,857	2,190,696	2,292,734
CANADIAN TRUCK	**Week Ended Aug. 8, 1987**	**Week Ended Aug. 9, 1986**	**Week Ended Aug. 1, 1987**	**July Total**	**Jan. 1 to Aug. 9, 1986**	**Jan. 1 to Aug. 8, 1987**
AMERICAN MOTORS	750	0	785	1,872	17,065	19,616
CHRYSLER	3,560	7,197	1,430	14,673	240,657	244,248
FORD	2,888	2,830	3,171	4,642	98,000	89,638
GENERAL MOTORS	1,733	0	3,540	20,401	172,031	131,974
NAVISTAR	180	144	220	311	5,803	5,498
Total Trks., Canada	9,111	10,171	9,146	41,899	533,556	490,974
N. Am. Trucks	74,878	68,675	80,481	317,756	2,724,252	2,783,708

☆—Includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

U.S. CAR	Week Ended Aug. 8, 1987	Week Ended Aug. 9, 1986	Week Ended Aug. 1, 1987	July Total	Jan. 1 to Aug. 9, 1986	Jan. 1 to Aug. 8, 1987
AMERICAN MOTORS	0	1,474	0	0	32,869	15,994
Renault Total	0	1,474	0	0	32,869	15,994
Alliance	0	1,474	0	0	29,522	15,994
Encore	0	0	0	0	3,347	0
CHRYSLER MOTORS	13,100	17,139	8,754	44,808	831,590	645,589
Plymouth Total	4,400	5,935	2,783	8,993	249,381	191,691
Horizon	0	3,082	0	0	104,845	32,997
Sundance	800	1,165	284	2,545	7,408	57,378
Reliant	2,500	908	2,026	4,042	97,557	66,884
Caravelle	500	548	0	1,387	28,223	30,519
Gran Fury	600	232	473	1,019	11,348	3,913
Chrysler Total	4,500	4,229	3,184	22,018	262,319	219,886
Laser	0	0	0	0	27,239	0
LeBaron K	1,000	0	958	1,547	53,872	44,868
LeBaron J	0	0	0	8,638	0	70,194
LeBaron GTS	300	1,048	120	1,200	43,740	24,229
N. Yorker/E-Class	1,300	692	0	2,232	47,784	48,093
Fifth Avenue	1,900	2,489	2,106	8,401	79,684	32,502
Dodge Total	4,200	6,975	2,787	13,797	319,890	234,012
Daytona	0	0	0	3,072	30,807	33,909
Omni	0	3,054	0	0	100,914	28,363
Shadow	900	1,006	304	2,766	6,644	58,833
Aries	2,300	715	1,805	3,593	75,780	63,472
Dodge 600	400	516	0	1,216	47,156	27,322
Lancer	200	561	93	819	34,827	15,301
Diplomat	400	1,123	585	2,331	23,762	6,812
FORD MOTOR	22,990	30,095	32,505	94,391	1,092,108	1,140,390
Ford Division	17,145	19,666	23,587	71,776	747,602	810,379
Escort	7,159	8,060	8,035	24,454	235,389	227,769
Mustang	2,439	0	3,929	12,882	120,674	129,069
Tempo	0	3,569	0	0	121,135	99,830
Taurus	7,547	4,988	8,247	23,659	173,366	255,544
Thunderbird	0	3,049	3,376	10,781	97,038	98,167
L-M Division	5,845	10,430	8,918	22,615	344,506	330,011
Mercury Total	2,371	7,376	5,185	15,610	236,202	223,538
Lynx	2	1,422	206	696	39,878	21,352
Capri	0	0	0	0	11,011	0
Topaz	0	927	0	0	36,474	32,858
Cougar	0	3,035	2,257	7,177	77,664	87,655
Sable	2,369	1,992	2,722	7,737	73,175	81,673
Lincoln Total	3,474	3,054	3,733	7,005	106,304	106,473
Continental	0	306	0	0	12,034	9,610
Lincoln	2,896	2,283	3,110	5,836	79,657	80,818
Mark VII	578	465	623	1,169	14,613	16,045
GENERAL MOTORS	19,477	19,141	18,160	165,031	2,653,848	2,144,243
Buick Total	130	4,275	1,212	24,859	484,195	334,518
Skyhawk	0	430	0	515	53,952	16,451
Century	0	6	0	7,991	151,867	103,225
Regal	0	1,398	1,112	5,522	37,853	29,200
Somerset/Skylark	0	0	0	357	70,519	37,072
LeSabre (fwd)	0	1,328	0	9,244	87,318	80,693
LeSabre (rwd)	130	310	100	432	9,244	5,831
Electra (fwd)	0	12	0	798	56,090	53,545
Riviera	0	791	0	0	17,562	8,501
Cadillac Total	1,957	4,421	729	4,776	203,662	164,871
Cimarron	7	143	0	0	16,603	7,496
Allante	150	0	183	645	0	2,962
Brougham (rwd)	1,800	1,732	546	3,392	51,704	40,586
DeVille (fwd)	0	1,053	0	739	102,455	90,573
Eldorado	0	762	0	0	15,766	10,534
Seville	0	731	0	0	17,134	12,720
Chevrolet Total	13,830	6,406	13,854	84,349	812,553	835,491
Chevette	0	0	0	0	61,031	0
Camaro	2,382	0	2,301	12,400	115,669	72,598
Cavalier	0	4,239	0	11,008	257,220	204,851
Celebrity	0	0	0	11,560	162,723	192,484
Corsica/Beretta	8,000	0	7,669	32,708	0	186,839
Monte Carlo	0	2,167	912	4,428	71,897	42,027
Chevrolet	3,448	0	2,552	9,715	127,707	118,609
Corvette	0	0	420	2,530	16,306	18,083
Oldsmobile Total	2,412	3,225	1,250	16,310	656,660	394,178
Firenza	239	207	0	475	23,400	2,258
Calais	0	0	0	1,193	74,919	69,547
Cutlass Ciera	0	0	0	1,165	168,642	99,968
Cutlass Supreme	0	1,117	1,250	6,155	84,031	45,538
88 (fwd)	1,566	0	0	6,414	212,482	109,014
88 (rwd)	0	264	0	174	11,749	10,656
Olds 98	607	1,065	0	734	68,433	38,476
Toronado	0	572	0	0	13,004	10,127
Pontiac Total	1,148	814	1,115	34,737	496,778	415,185
Acadian*	0	0	0	0	9,864	0
Fiero	0	0	0	133	44,332	20,689
1000	0	0	0	0	11,792	0
Firebird	965	497	958	6,603	70,440	49,860
2000 Sunbird	0	0	0	0	84,346	60,295
Grand Am	0	47	0	12,787	139,165	149,576
6000	0	0	0	4,878	95,588	46,689
Bonneville	0	0	0	9,692	0	79,946
Safari/Parisienne	183	270	157	647	41,251	6,130
HONDA	6,780	5,152	6,194	22,543	121,333	202,810
Civic	1,830	0	1,966	6,965	0	66,960
Accord	4,950	0	4,228	15,578	0	135,850
NISSAN	2,600	0	2,593	7,815	21,517	79,997
NUMMI	3,750	3,731	4,039	17,616	124,339	120,778
Corolla	750	0	909	3900	0	25,258
Nova	3,000	0	3,130	13,716	0	95,520
VOLKSWAGEN	0	0	0	2,776	50,282	43,129
Golf/GTI	0	0	0	1,897	0	34,775
Jetta	0	0	0	879	0	8,354
Total Cars, U.S.	68,697	76,733	72,245	354,980	4,927,886	4,392,930
Total Cars, Canada	1,730	8,918	7,749	36,183	654,181	470,628
N. American Cars	70,427	85,651	79,994	391,163	5,582,067	4,863,558
N. Am. Trucks	74,878	68,675	80,481	317,756	2,724,252	2,783,708
North American Cars and Trucks	145,305	154,326	160,475	708,919	8,306,319	7,647,266

*—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.

Ford to build more truck automatics

By David Versical
AUTOMOTIVE NEWS STAFF REPORTER

Ford Division expects that its tight supplies on light trucks with automatic transmissions will ease by the 1989 model year.

The shortage, which is focused on F-series light trucks, is a company-wide problem stemming from unanticipated demand for large cars and pickups, said Bill Wilcox, truck marketing plan manager.

But a transmission line will be replaced next year, adding automatic capacity. An improved manual transmission coming this fall from ZF of West Germany also is expected to help the situation.

Ford uses the same automatic transmission on its Crown Victoria/Grand Marquis series as it does on its F-series models. The cars haven't been affected because the division has concentrated the shortage on trucks, Wilcox said.

To offset the demand, Ford has been stimulating activity on some F-series models with manual transmissions by offering about $1,000 worth of free equipment on each sale. Wilcox said he expects that program to continue in some fashion through the start of the 1988 model year.

Currently, about half of the F-Series trucks come with automatics — a percentage that would be higher if it weren't for the shortage, Wilcox said. The shortages will persist company-wide in the 1988 model year, he said.

A new transmission line will be put in place next year at Ford's Sharonville, Ohio, plant to ease the bottleneck.

"The volumes at Sharonville will certainly be higher," Wilcox said. "And internally we have to decide how to allocate the volume. It's not clear exactly yet what our specific operating patterns are going to look like and how much improved the truck automatic situation will be."

The new five-speed manual transmission with overdrive will be available on 1988 models and is expected to attract some buyers who might normally buy an automatic.

While Wilcox hesitated to say exactly when the automatic shortage will be resolved, dealers said the division had indicated they will be over in a year.

A decline in sales would also improve the situation, although not in the way Ford wants. Ford plants have been producing at capacity for about three years now.

Wilcox said the shortage has its roots in the shift toward smaller cars in the 1970s. At the time, large rear-drive transmission capacity seemed adequate. The company was caught off guard by this decade's surge in demand for large cars and pickups.

Ford Missouri plant fights drugs, alcohol

ST. LOUIS — Ford Motor Co.'s assembly plant in Hazelwood, Mo., staged a program on drug and alcohol abuse earlier this month.

Cosponsors included Holiday Inn North and McDonald's Restaurants of Greater St. Louis and Metro East. The program originated with the Ford-UAW Employee Assistance Program Committee at the assembly plant.